

Residential Real Estate Update



Presented by:

David Stark, Bay East Association of REALTORS®

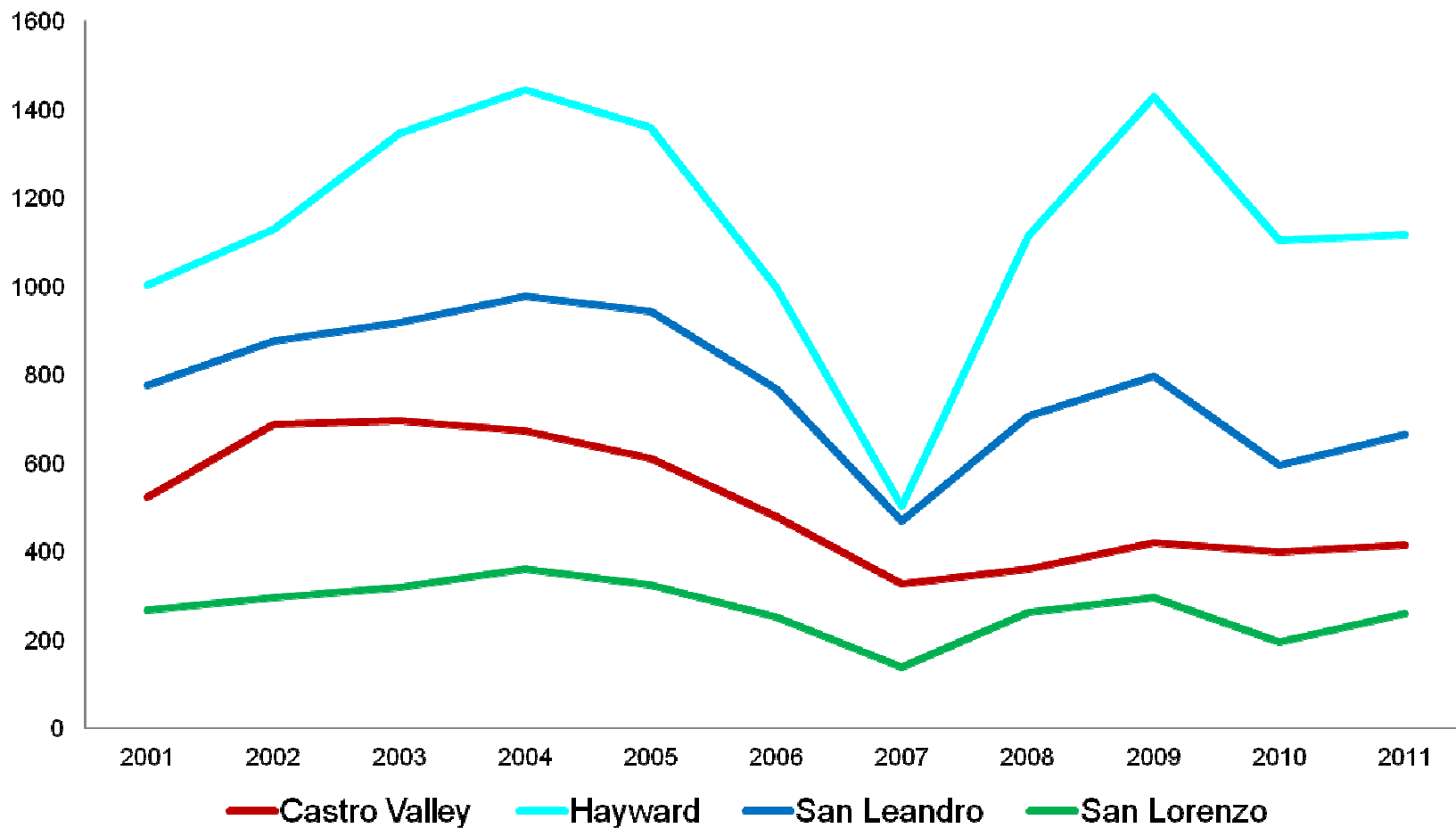
How “healthy” is the local real estate market?

- Supply and Sales
- Sales Prices
- “Troubled” Properties



Supply and Sales

Central County Sales Activity 2001 to 2011

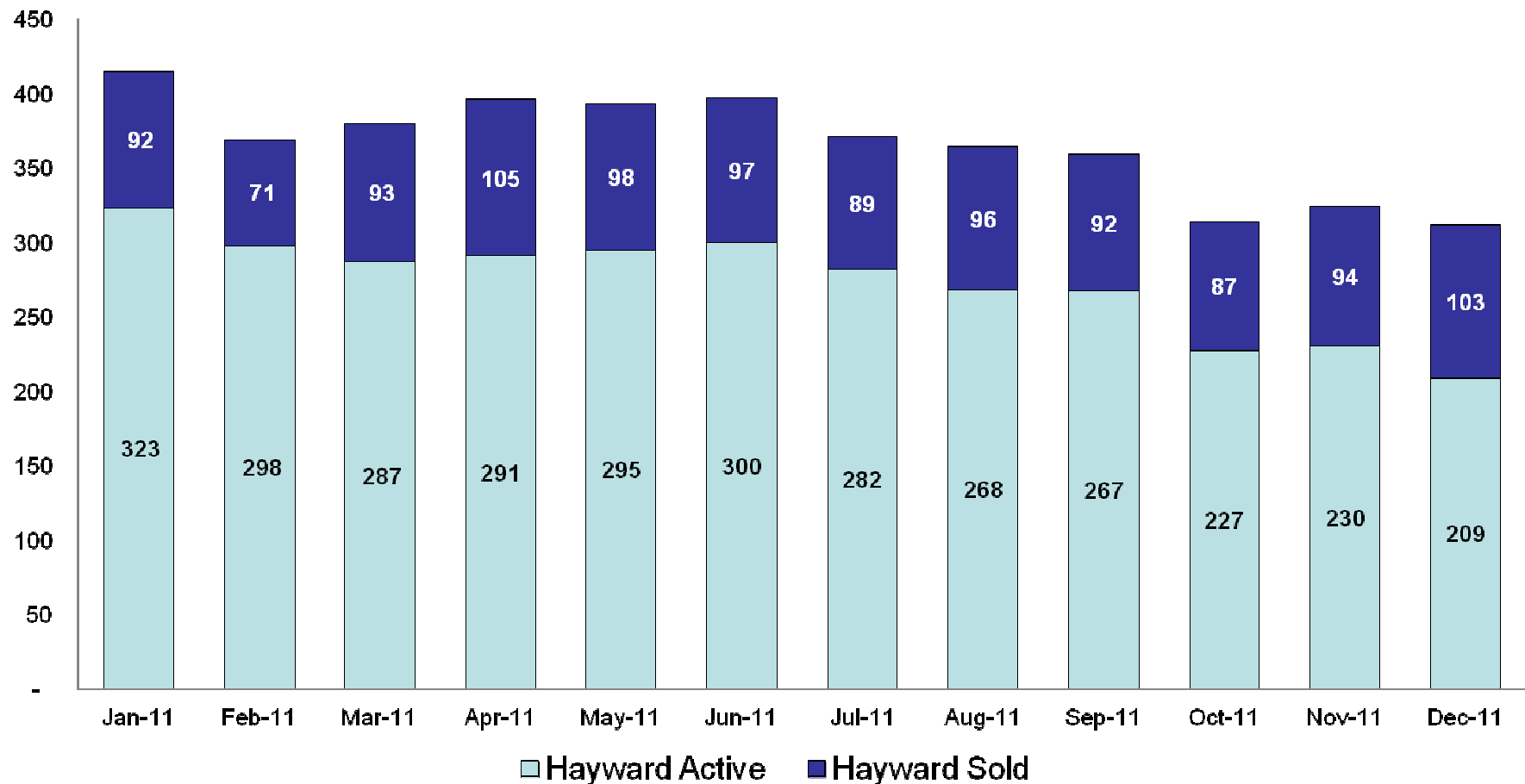


SOURCE: Bay East Association of REALTORS®

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Active SFR Listings and Sales

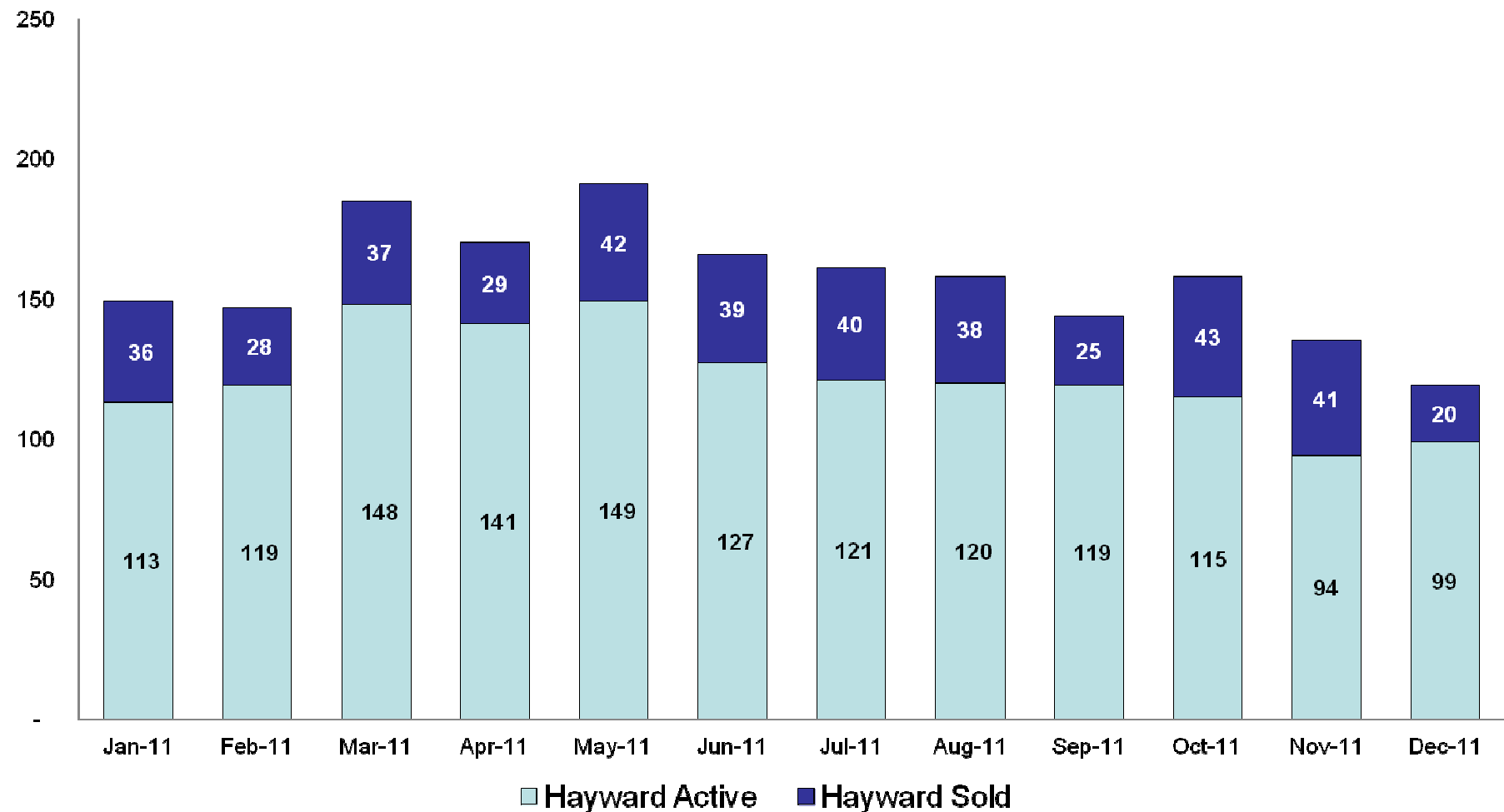
Hayward 2011



SOURCE: Bay East Association of REALTORS®

Active Condo/Townhome Listings and Sales

Hayward 2011



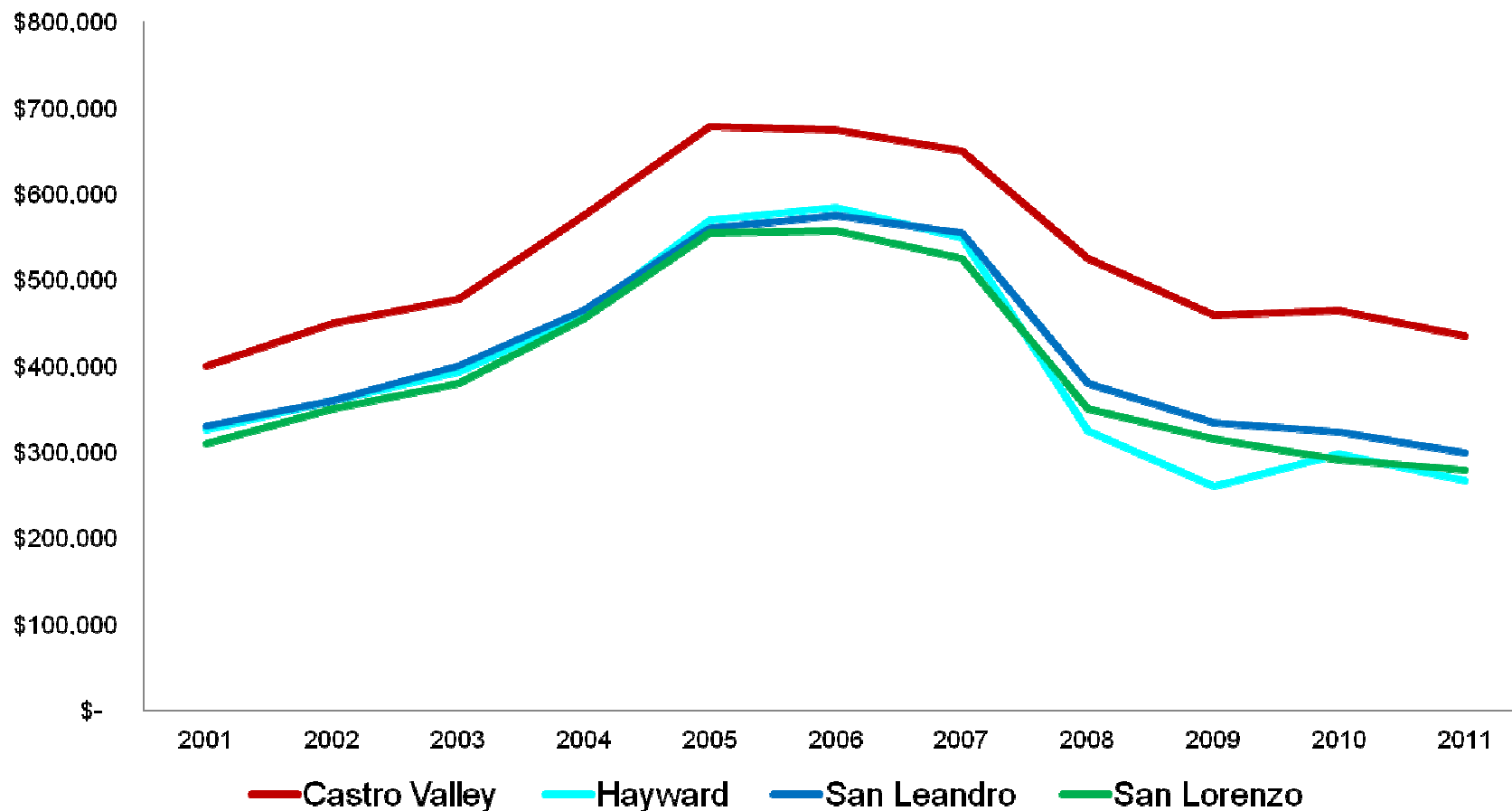
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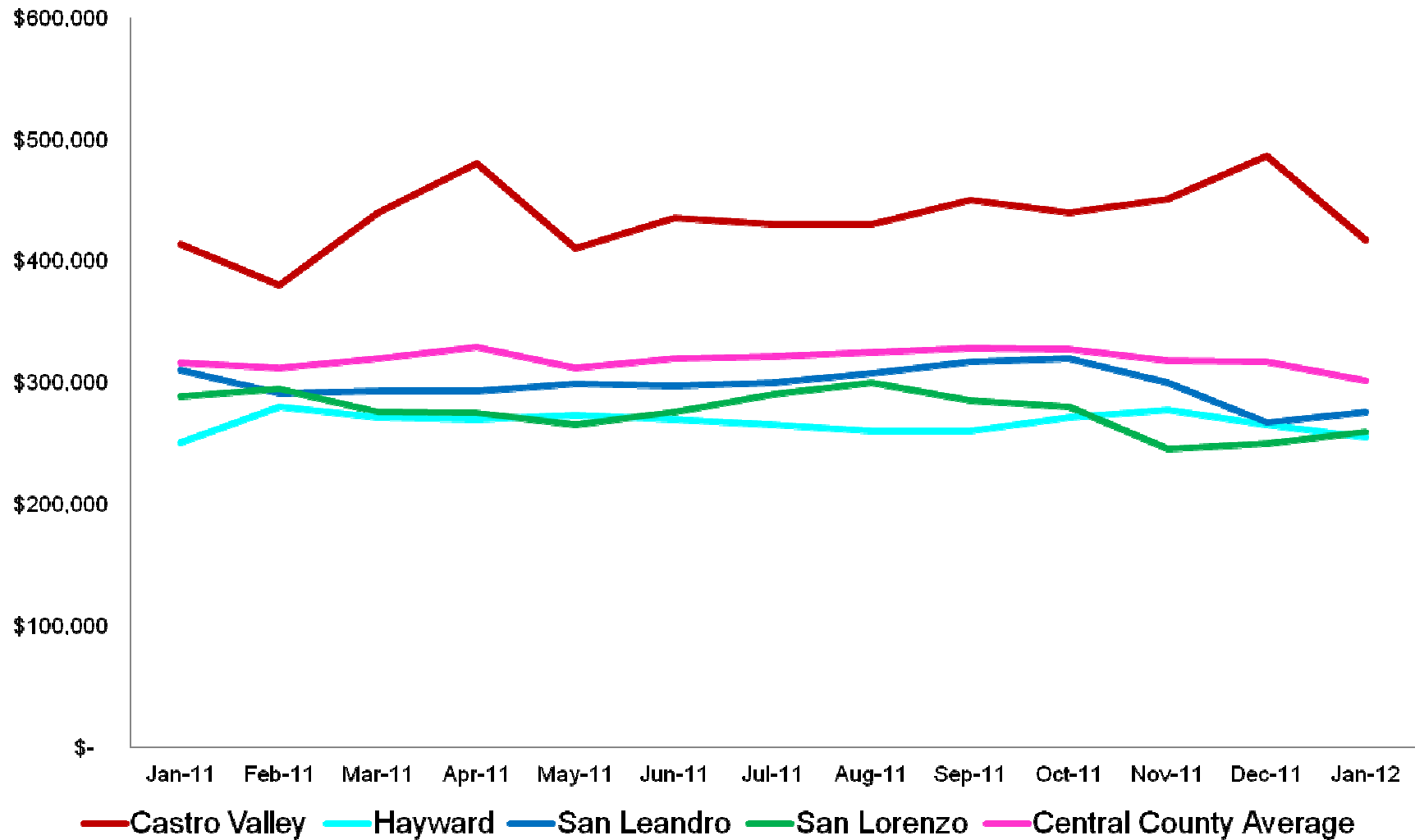
Sales Prices

Median Sales Price: SFR Central County 2001–2011



SOURCE: Bay East Association of REALTORS®

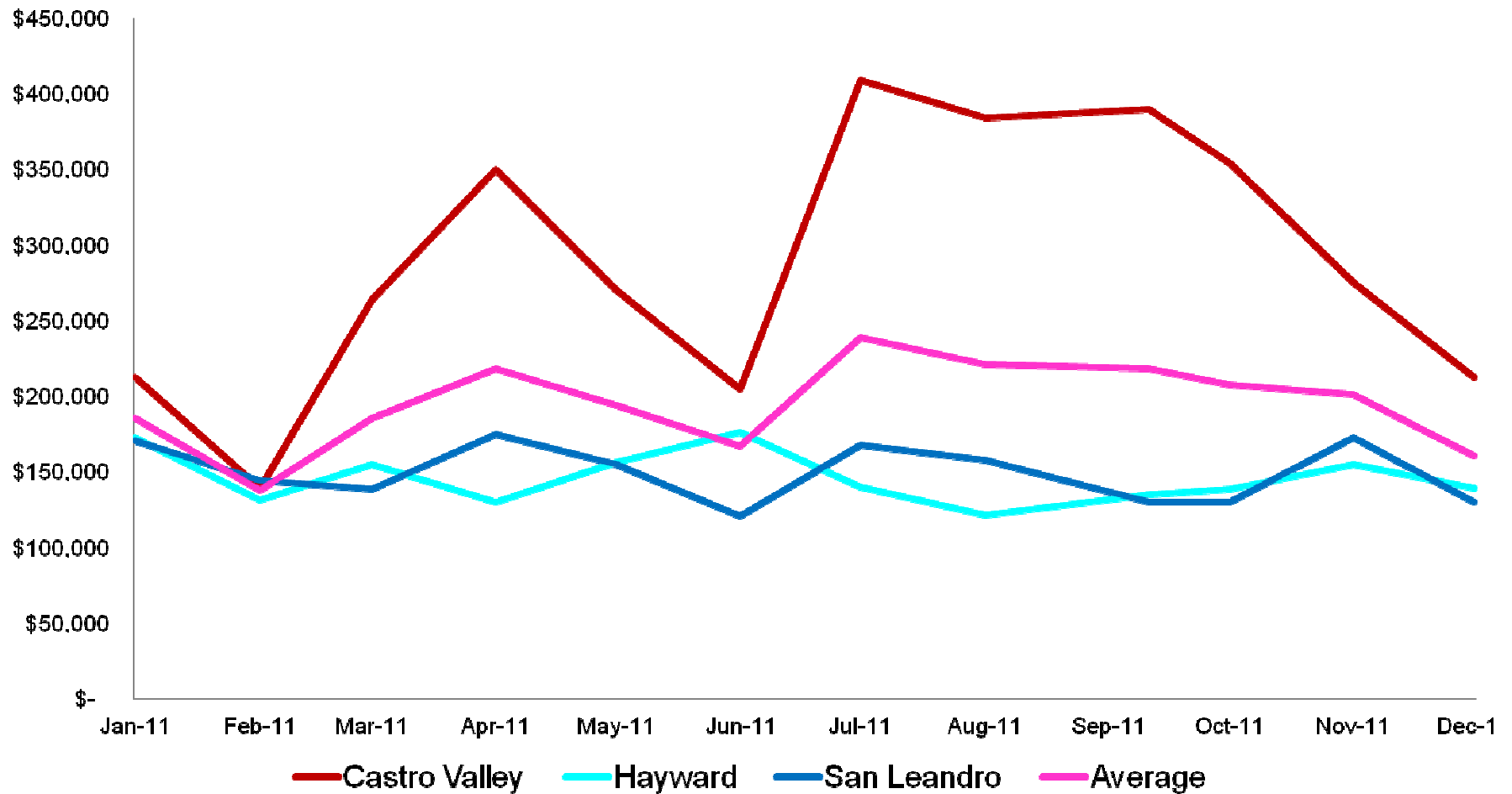
2011 Median Sales Price: SFR



SOURCE: Bay East Association of REALTORS®

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2011 Median Sales Price: Condos/Townhomes



SOURCE: Bay East Association of REALTORS®

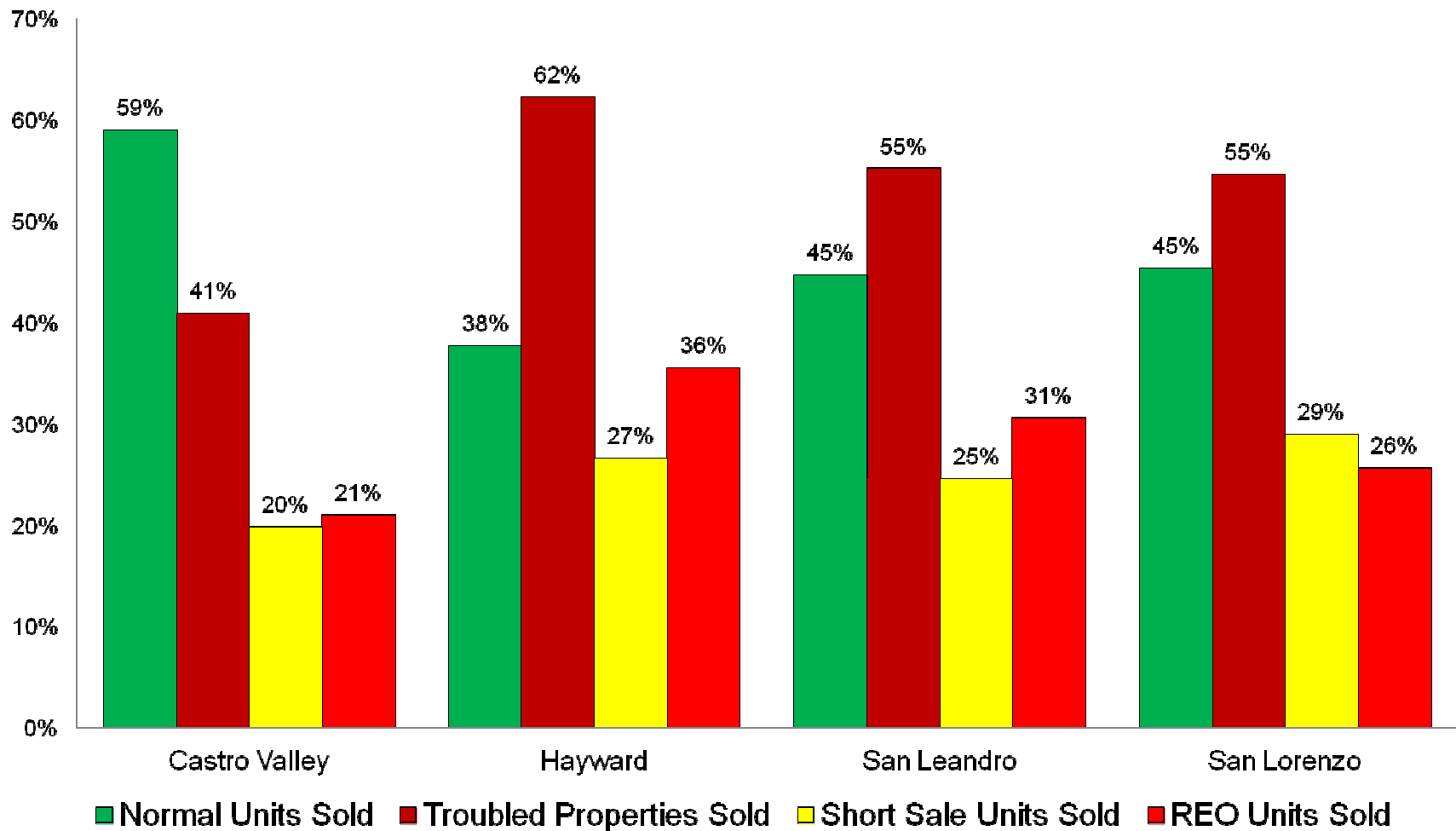
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“Troubled” Properties

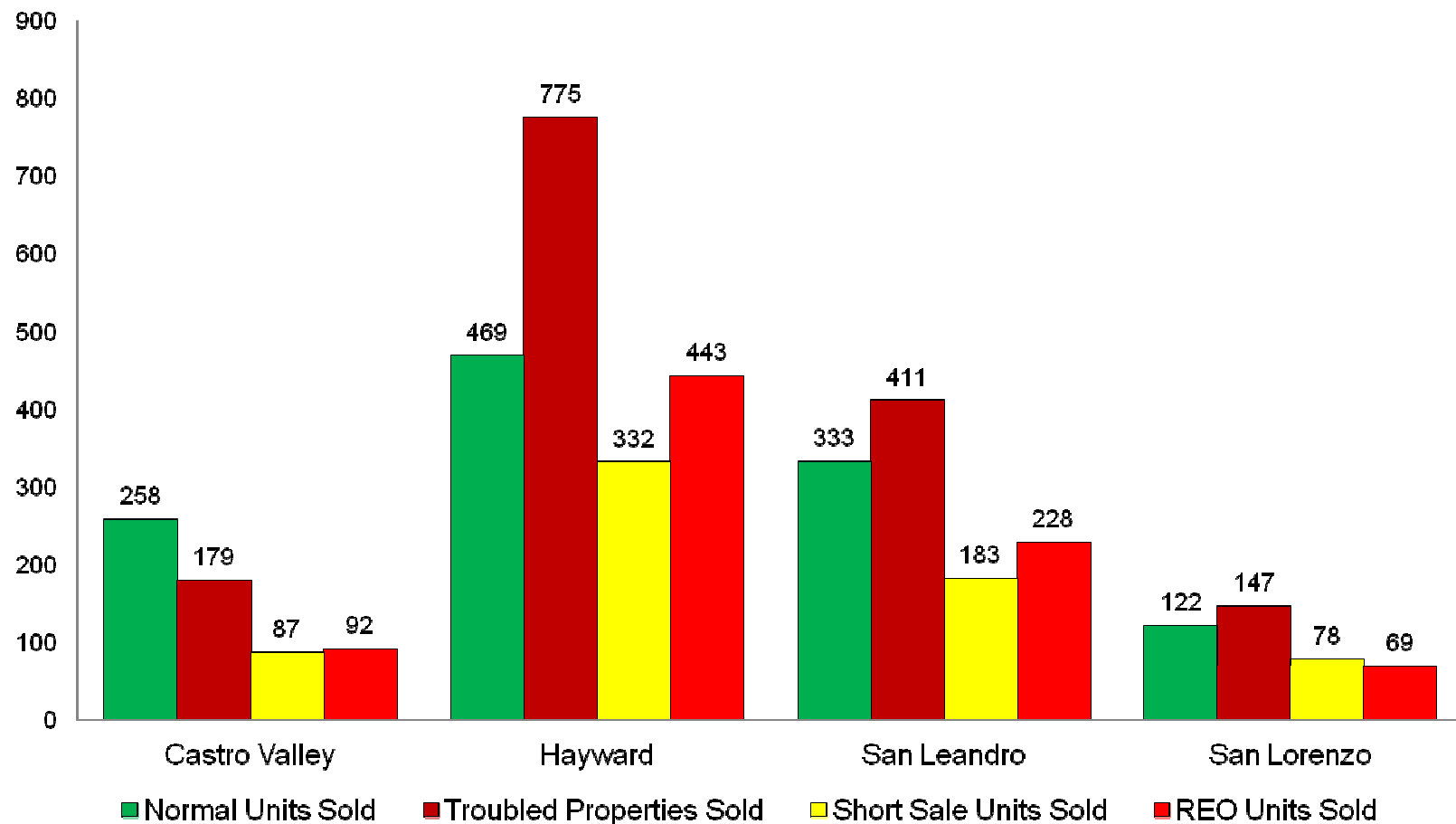
“Normal” Short Sales and REOs:

SFR 2011

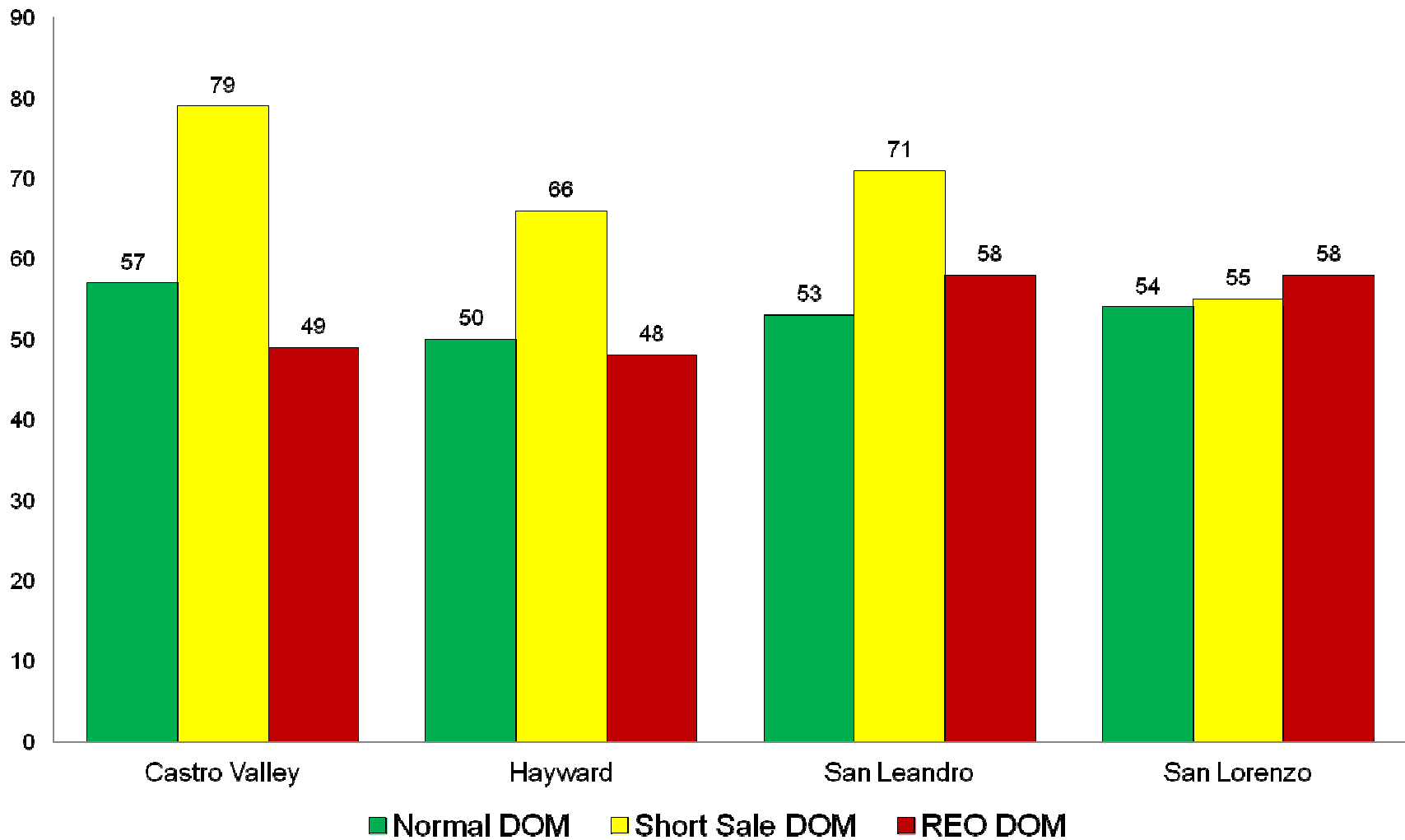


“Normal” Short Sales and REOs:

SFR 2011

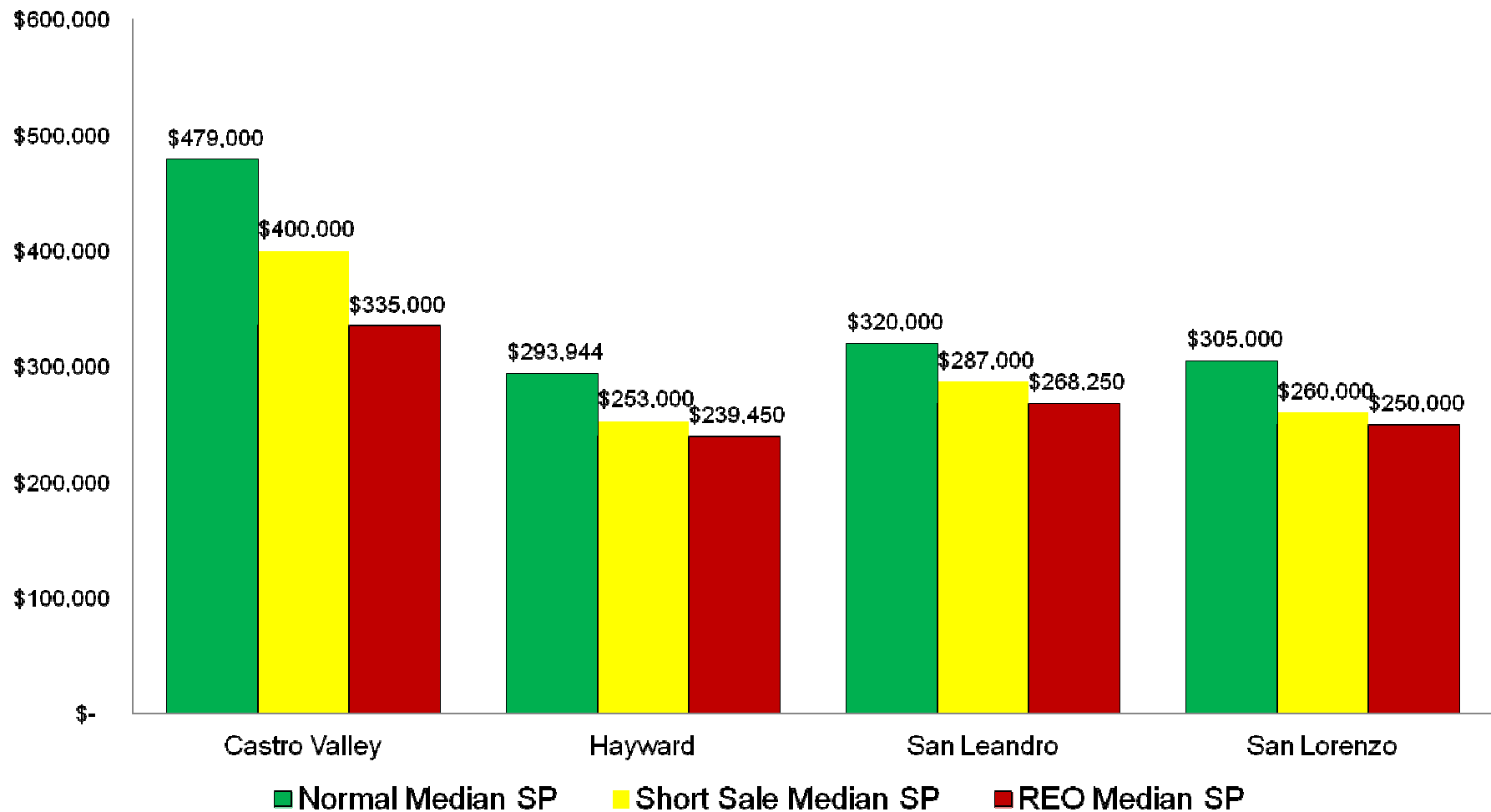


SFR Days-on-Market 2011

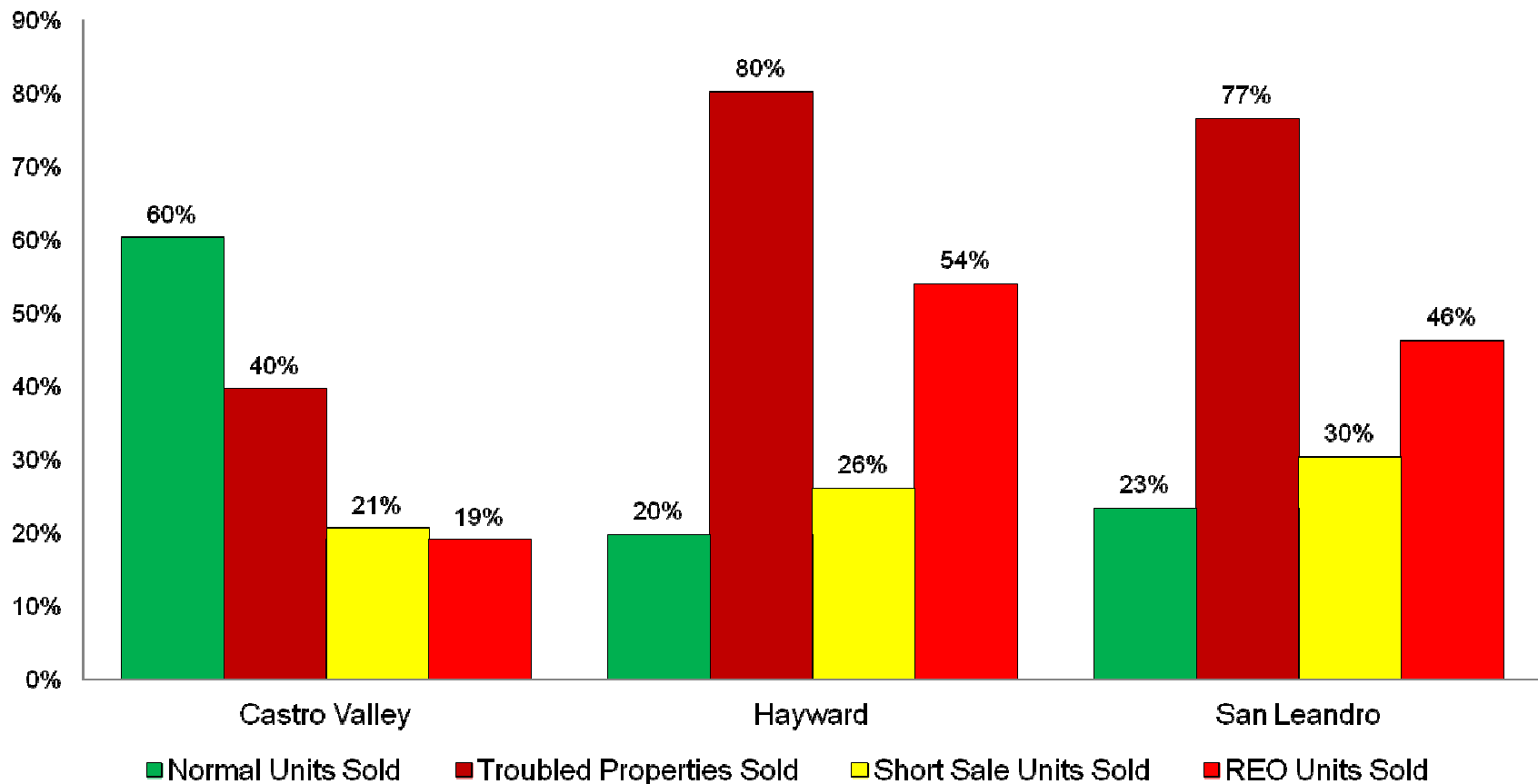


SOURCE: Bay East Association of REALTORS®

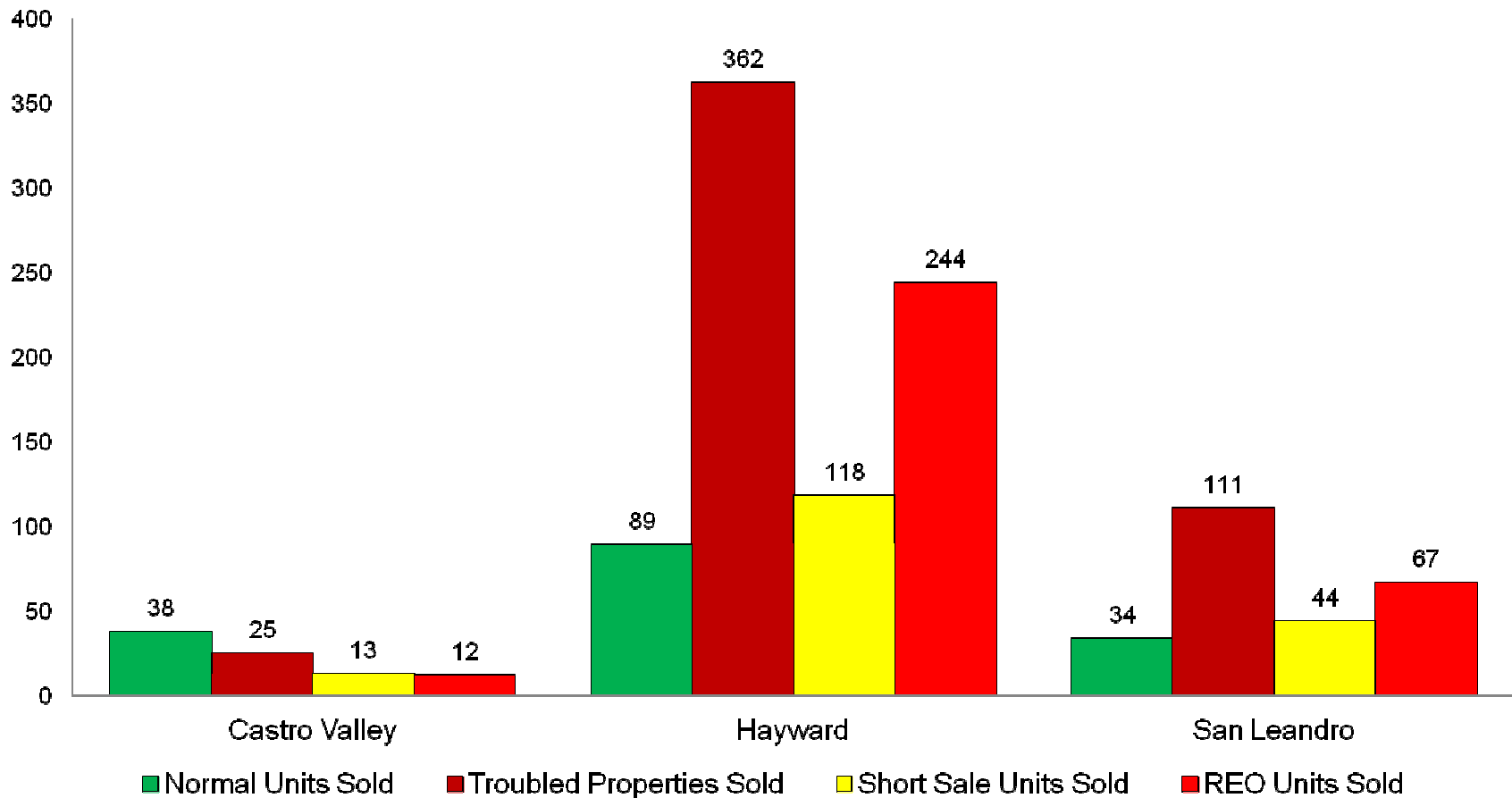
SFR Price Differential 2011



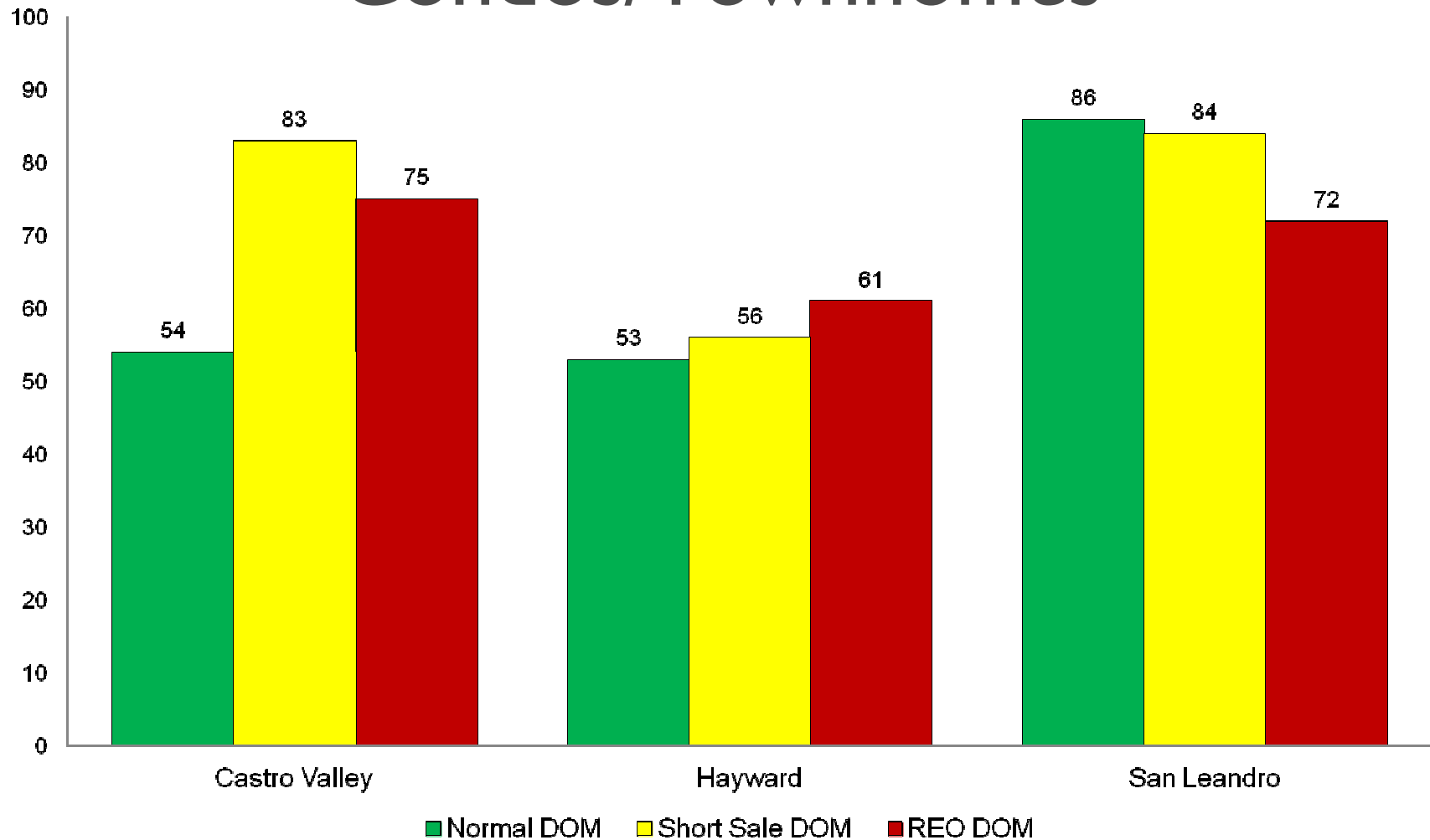
“Normal” Short Sales and REOs: Condos/Townhomes 2011



“Normal” Short Sales and REOs: Condos/Townhomes 2011



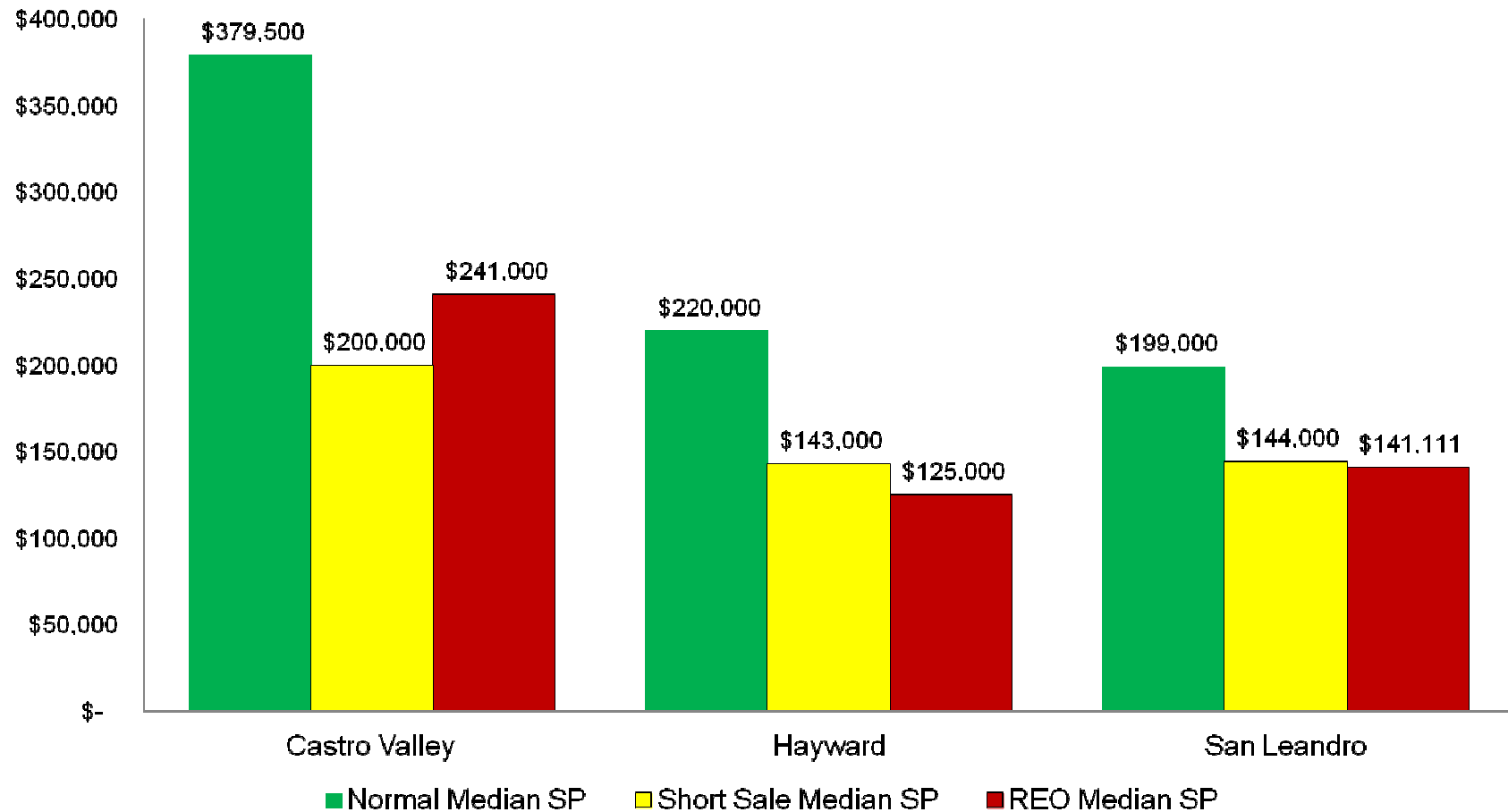
Days-on-Market 2011: Condos/Townhomes



SOURCE: Bay East Association of REALTORS®

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Price Differential 2011: Condos/Townhomes



What drives the local real estate market?

- Supply is fixed
- School District Performance
- Access to purchase financing
- Government-Sponsored Enterprises
- Federal lending policies and programs
- Jobs, jobs, jobs

For more information

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